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April 2013 | Broadcast Vol.9

ADVANCED ACCESS & SECURITY SOLUTIONS

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CAMPROSA appoints Powell Tronics, as an associate member of The Campus Protection Society of Southern Africa

CAMPROSA, is a society committed to dealing with the challenges faced by Campus Protection Services at various Institutions of Higher Learning throughout Southern Africa.
As head of Powell Tronics, John Powell realised how an association to CAMPROSA would be beneficial to educational facilities in South Africa, due to our extensive work with multiple secondary and tertiary educational institutes over the past five years.

After 4 years of sponsorship for CAMPROSA events, we have proudly been appointed an official associate member of CAMPROSA.

Through regular workshops and system design meetings Powell Tronics have been an integral partner in the access control system upgrades and bespoke integrations at numerous educational institutions throughout South Africa. With the majority of these institutions running Impro's IXP400 Impronet access control system onsite, our in-house development team have had the opportunity to successfully enhance the system by developing several custom software applications that are fully integrated to Impronet.

A few examples of bespoke Powell Tronics integrations:

- **Tiberinus** - Developed for UCT, Tiberinus is a high-level seamless interface that links individual's unique characteristics and HLA's from ERM SAP, People Soft, Novel & AD to specific access groups, removing a large percentage of manual input away from the access control administrators.

- **PTAD** - Originally developed for Somerset College, PT-AD is designed to allow Microsoft's Active Directory to be the main control source of tagholder information and access rights based on their AD Security Group information.

- **PTGUARD** - A unique application that utilises the existing Access Control points as Guard clocking points, with easy allocation of guards and tours with reporting against guard tours and times between various points. The enterprise solution also allows for live tracking through the ImproNet GUI.

We look forward to our first Associate representation at CAMPROSA
3rd to the 6th of November 2013

Dustin Woolard, Sales Consultant at our Port Elizabeth branch, attended the ESDA (Electronic Security Distributors' Association) Eastern Cape Roadshow in East London, George, and Port Elizabeth this past month and is happy to report that roadshow was big success with a number of quality enquiries and good response from clients especially at the one day session in PE.

Thank you to all who visited our display at the ESDA Eastern Cape Road show.

FROM "0861PTHELP" the P-TRON's SUPPORT CORNER

We trust that the following frequently asked technical questions that we field on our "PTHELP" line are of interest to you:

This month's FAQ's

Powell Tronics is a firm believer in best practices and high on the technical best practices list is database maintenance.

How can I ensure I minimise database issues?

1. Run regular archives on the database to ensure the size limit is not exceeded. Large databases tend to cause site instability if not managed correctly.

2. If you suspect a problem, attempt running a pump on the database. This would filter out unnecessary meta-data and keeps the database functioning. It also helps with keeping the database size down.

3. Regular back-ups of the database are recommended. Perform a daily backup at night, preferably to another PC on the network, for ease of restoration, the backup is safe.

To ensure these broadcasts benefit you, tell us what you need:
support@powelltronics.com or marketing@powelltronics.com

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Quality above economy

The Golmar range of intercom products are rapidly gaining ground in the SA market and are proving to become a valued addition to the dealer/installers arsenal of solutions for their end users.

This is not only due to the pleasing aesthetics of the product range, but primarily due to the robust design technology that the manufacturer has applied.

The top of the range full IP POE offer:

- Serverless IP Solution
- Flexible and Efficient Network Design
- No cable distance restrictions
- Simplified, Faster, and Lower Cost of Installations
- Easy add-ons, moves, changes or temporary deployments

The Rock Inox IP an ultra-harsh environment vandal resistant product boasts panels that are 2.5mm thick and treated to avoid fingerprint spots.

The sleekly designed Nexa Inox, is not only pleasing to the eye and compact, it is also extremely affordable against its competitors.

We are actively looking for value add dealers to expand the install base of the genuinely impressive technology.

impro technologies®
ACCESS CONTROL

WHAT'S NEW @ IMPRO

Impro RELEASES NEW QT PRODUCT

South Africa - April 3, 2013 - Impro technologies announced today the release of their newly designed Quad Transmitter (QT). The ever popular QT comes with a fresh look and appealing feature set. Designed for use with the Impro Quad Receiver (QR) and with the Impro range of access control products, this four button QT transmits the Transmitters ID together with a channel identification code, to the receiver.

Newly designed
Quad Transmitter

NEW FEATURES

- **Extended Operating Range:** Maximum range has essentially been doubled, providing a line-of-sight performance falling between 50 and 100m (55 and 109yd) - when used with the new Impro Quad receiver (QR).
- **Simplified & Enhanced Design:** The new QT design has seen a colour change from blue to grey. Complimenting, subtle design tweaks to the plastic mould sees two access screws in place of the previous 3-screw design. A stainless steel key ring was included to enhancing durability.
- **Two Modulation Schemes available:** End users can change between OOK (On-Off-Keying) and FSK (Frequency Shift Keying), should they wish. While existing Quad Transmitters use OOK, the new models also offer FSK, which will allow better range performance and noise immunity in industrial areas. Such environments can exhibit high levels of broad-band amplitude varying noise due to heavy current switching.

NOTEWORTHY INFORMATION:

- The XQT904 will also be complimented by the simplified and enhanced designs changes seeing it placed in the grey plastic housing but programmed to OOK mode.
- Default mode set to FSK Modulation.
- To ensure compatibility between QT (TRK900) and legacy RF Receiver (UHR903) the QT will require reprogramming, follow the quick and easy instruction in the user manual.
- The new Quad Receiver (HRR900, HRR901) will demodulate both SFK and OOK, allowing legacy QT (XQT904) to function with the New Quad Receiver without any modifications necessary.

ORDERING INFORMATION:

- XQT904-1-1-GB-XX: OOK*/FSK Modulation, RF Passive Tag
- XQT904-1-1-GB-XX: OOK*/FSK Modulation, RF Passive Tag

MorphoSmart® FINGER VP DESKTOP

World leader in biometrics, Morpho® have developed the first ever multimodal device capable of capturing and processing finger vein and fingerprint biometric data at the same time.

Ergonomic, intuitive and highly secured, the MorphoSmart® FINGER VP DESKTOP unit is particularly suited to enrolment and desktop applications, such as logical access control, secure payment, ID control, etc.

A new era for biometrics

- **Universal and easy-to-adopt:** Successful enrolment is guaranteed - particularly for individuals who experience difficulties with mono-modal devices - with the same simplicity and ease of use as for fingerprints alone.

The Failure To Enrol (FTE) rate is greatly improved.

- **Unparalleled accuracy:** By reducing the probability of rejecting genuine individuals and accepting impostors, it gives an efficient response to both comfort and security concerns in any biometric application.

@FAR=10-4, FRR is 10 times lower than with the best of the 2 modalities.

- **Resistance to spoofing:** It combines the protection mechanisms intrinsic to each technology and also makes the most of the new characteristics resulting from the fusion.

Main features

- Fusion of two complementary biometrics.
- All-in-one: integrates sensor + embedded feature extractor & matcher + internal user database.
- Multitask: suited for enrolment, authentication and identification Huge internal users database capacity: up to 50,000 users.
- FBI PIV IQS certification.

For more information on the above, please visit our new website
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Access control is a vast and ever changing field. Keep up to date by using these broadcasts, or feel free to contact Support on 0861 PTHELP (784357) or email us on marketing@powelltronics.com or support@powelltronics.com

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OPEN DAY EDITION

P-Tron JHB took a break from the Gauteng Rat Race and had an Open Day

With P-Tron JHB being the second largest branch and arguably the busiest branch with the majority of our sales forced based there, it was decided that it would be a good idea to take a break and spend some well deserved quality time with some of our loyal clients and dedicated suppliers. So we did!

Late last month, we closed up shop for the afternoon and held our first official **Open Day** at our new Jozi premises. With golf carts transporting our guests to and from the parking lot, a marquee on the balcony (just in case it rained), plenty of thirst quenching drinks and delicious snacks and a very entertaining magician to lighten the mood, very little expense was spared in an attempt to let our clients and suppliers know how much we have appreciated their continuous support over the past 5 years that we've been in business.

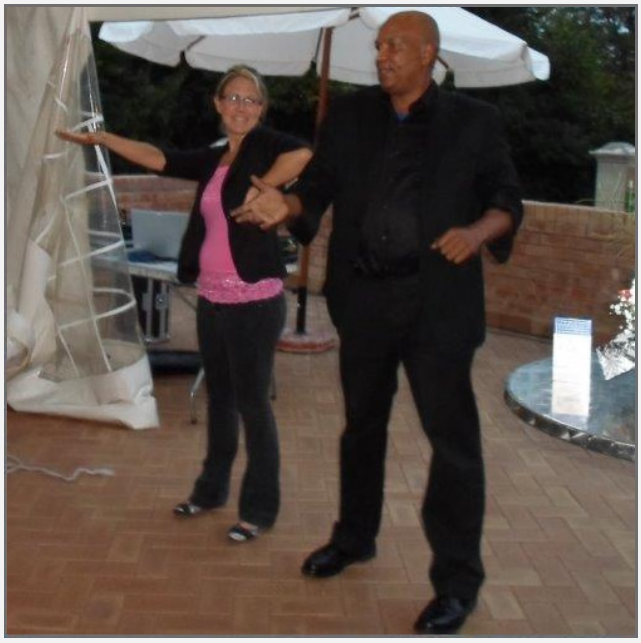
Clients had the opportunity to interact with the live demo boards in our boardroom while chatting to the P-Tron team and suppliers about the various products we distribute, namely the Impro access control range, the Morpho biometric readers, and the innovative and stylishly designed Golmar intercom range. Using our recently installed wide area network (WAN), clients were able to contact P-Tron staff at our other 3 branches (Cape Town, Durban and PE) using the Golmar serverless IP intercom installed in all our boardrooms. Impro Technologies displayed their new Time and Attendance reader, the BMTA, for clients to familiarise themselves on and discuss any queries they might have had. So it wasn't a case of "no work and all play" … or at least until the magician started his act. The Magic Man quickly turned the tone of the event to a more sociable one with his amazing skills and that's how the party started...!

We would like to say **Thank You** to **Impro Technologies** and **Morpho South Africa** for the generous prizes they sponsored for the Lucky Draw and congratulations go out to Pierre Du Plessis, Johana Nkgobo and Dale Botha, our Open Day Lucky Draw Winners – we hope you're enjoying your prizes!

A huge **Congratulations** and **Thank You** to our in-house event co-ordinator, **Leonie Mangold** (P-Tron JHB Sales), you and the rest of the JHB team did an outstanding job and you should all be very proud of yourselves for putting on such an awesome event. Thank you for all your hard work.

Last but definitely the most important, **Thank you to all our customers** for taking time out of their busy schedules to spend the afternoon and a good part of the evening with us. We truly appreciate your loyalty and business and look forward to being able to celebrate many more milestone events with you in the future.

Congrats to the 1st prize winner of an iPad Mini - Pierre Du Plessis of Bidvest Magnum iPad Mini sponsored by Morpho presented by Nhlanhla Khoza



Leigh McCallum of ID-Tek with Magic Man

Julian and John Powell

3rd Prize winner of SurfKit 7 Dale Botha of Ringmaster
Surfkit 7 Sponsored by Powell Tronics/Golmar

The 2nd Prize winner of A GPS unit Johanna Nkgobo Of Bidvest Magnum
GPS sponsored by Impro

From Inside The Powell Tronics Corner

Firstly, we would like to bid a heartfelt farewell to our very own Impro Callcentre representative, **Reece Peters**. He will be leaving Powell Tronics. Thank you for the great service you've provided our clients over the past 2 and half years. We wish you all of the best for you future endeavours.

On a happier note we would like to introduce the newest members of our crew:

Stephan Wessels
Stephan joins our Cape Town Support team. With years of experience with access control, cctv and intercoms and a contagious happy demeanour, Stephan is a definite asset to the team. Stephan can be contacted on 071-882 4390 or at supportcpt@powelltronics.com

Karen Karroll
Karen joins our Johannesburg Powell Tronics branch and will be complimenting the sales team with her experience in the intercom field. Karen can be contacted on (cell #) or at karen@powelltronics.com

Andre Joubert
Andre joins our in house development team in Cape Town. Andre has over 12 years of experience in the time & attendance and development, and has already made a positive impact in the development department.

Frazer Machett
Frazer joins our exciting team in the largest city in the South African province, Durban and will be supporting the trade on behalf of Powell Tronics. Frazer brings along his friendly personality and extensive knowledge to the team.

Reshendren Moodley
Reshendren joins our Technical support team in Durban. He will be based at the Impro Technologies office supporting the client's queries.

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TRAINING EDITION Q2

Partnering with Faith@Work

Powell Tronics were proud to sponsor 3 enthusiastic individuals for the 'Transforming for Significance" training program. Vuyo Dosi, Sindiswe Tetwa and Lamla Mbele attended the ED & SED Basic Computer Literacy program in Khayelitsha.

At the 'Transforming for Significance" Gala dinner, held earlier this month, our proud delegates were awarded their competency certificates, and are now well on their way to becoming successful computer literate individuals inspiring others in their communities and workplace to aspire to never stop learning.

We wish our delegates all of the best for their future accomplishments and we look forward to our continual involvement in community enriching projects.

TRAINING IN P-TRON NELSPRUIT

The 2013 Powell Tronics Training Workshop, held earlier this month at the Nelspruit Bundu Lodge in Nelspruit, reported record attendance across the two day session.

Trainees included a mixed range of delegates from maintenance technicians to installers to MD's from major locally based electronic security companies, all keen to learn about our wide range of products and services. "The training was very insightful", according to the trainees. Installers who attended the workshop feel they now have the necessary background knowledge and greater confidence to quote on the Impro, Safran and Golmar products.

Although the challenge with a training workshop is that there is often so much information to absorb in such a short period of time, the trainees felt that it was not an impossible challenge and some have even opted to book for the certified Impro training that spans over a week for a more in-depth technical understanding of the systems.

Impro's IXP20 and IXP220 access control systems and the stylish Golmar IP intercom range sparked the interest of most of our delegates, with quite a number of enquiries pertaining to clients that would benefit from the many features of these products. Most feel that there is quite a large market for the Golmar intercom range in particular, which we are obviously quite happy about.

“We couldn’t be more delighted with how the training went last week! To say that this has been our best training workshop in Nelspruit so far would be an understatement. There were some high expectations for this workshop and I’m very glad to say we surpassed them. There was such a buzz of positivity in the hall, from everyone who attended, it felt great to be part of such a vibrant industry.

A big **thank you** goes out to **Charles Madala** for his resourceful diligence with his training presentation. My sincere gratitude to Mike Austen and John Powell for supporting me in honouring our company motto – **Supporting the Trade** – by considering the clientele in this region, some of whom have had limited knowledge of the wide variety of products available to them, and providing them with the necessary skill set required to offer their clientele world class products and backup service. Thank you.”

- Nomonde Guma, our P-Tron Mpumalanga Sales Representative

Golmar Sistemas de Comunicación, S.A.

impro technologies® ACCESS CONTROL

SAFRAN Morpho

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